

Message Text

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20-10

ACTION NEA-12

INFO OCT-01 ADP-00 EB-11 AID-20 IGA-02 DODE-00 CIAE-00

INR-10 NSAE-00 RSC-01 L-03 OMB-01 COME-00 MC-02

ACDA-19 RSR-01 /083 W

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R 081920 Z APR 73

FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 6362

AMEMBASSY ABU DHABI

C O N F I D E N T I A L KUWAIT 1127

E. O. 11652: GDS

TAGS: MASS TC KU

SUBJ: SALE OF BELL HELICOPTERS TO UAE UNION DEFENSE FORCE (UDF)

REF: A. ABU DHABI 569, 11/13/72

B. KUWAIT 424

C. ABU DHABI 412, 10/3/72

SUMMARY: MIDDLE EAST REP BELL HELICOPTERS CALLED YESTERDAY TO ENLIST USG SUPPORT FOR SALE FOUR ADDITIONAL BELL 205 " HUEY" MACHINES TO UDF AND TO REQUEST INFORMATION ABOUT USG WILLINGNESS TO SELL ARMAMENT FOR BELL HELICOPTERS PRESENTLY IN UDF INVENTORY. DEPARTMENT REQUESTED REPLY SOONEST TO QUESTIONS RAISED REFTELS. END SUMMARY

1. CHRIS HORSLEY, REGIONAL SALES MANAGER BELL HELICOPTERS REPORTS HIS FIRM HAS EXCELLENT CHANCE SELL FOUR BELL 205 - HUEY" MACHINES TO UDF. BELL CONCENTRATING SALES EFFORT ON UDF IN DUBAI BECAUSE THEY FEEL INTRODUCTION OF FRENCH (SUD AVIATION) SA-330 " PUMA" HELICOPTERS INTO ADDF HAS PREEMPTED THAT MARKET. SHAIKH MOHAMMED, HOWEVER, BELIEVES BELL 205 " HUEY" BETTER SUITED MACHINE FOR UDF AND WILL SEEK ADDITIONAL \$3 MILLION APPROPRIATION FROM UAE COUNCIL OF MINISTERS TO FUND PURCHASE. HORSLEY EXPECTS STRONG OPPOSITION THERE FROM SUPPORTERS OF FRENCH " PUMA" WHO WILL ARGUE THAT UAE SHOULD STANDARDIZE ON THAT EQUIPMENT. HORSLEY CERTAIN UAE WILL PURCHASE ADDITIONAL HELICOPTERS, EITHER FROM
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BELL, SUD AVIATION OR AGUSUTA, AND WOULD APPRECIATE IF AMEMBASSY ABU DHABI WHERE APPROPRIATE COULD COMPHASIZE MERITS OF BELL MACHINE AND ITS LOWER COST (\$.5 K MILLION VERSUS \$0.5 MILLION FOR THE " PUMA").

2. HORSLEY BELIEVES HIS CHANCE OF SELLING BELL HELICOPTERS WOULD BE MUCH IMPROVED IF MOHAMMAD COULD BE OFFICIALLY INFORMED USG WILLING TO SELL SINGLE BARREL M-60 MACHINE GUN WHICH, BELL ASSURED HIM, COULD BE CONNECTED WITH 205' S WIRING SYSTEM SO THAT IT COULD BE OPERATED BY PILOT IN COCKPIT. HORSLEY WANTED TO KNOW WHAT WAS NEEDED TO MOVE THIS ALONG. WE TOLD HORSLEY WE WOULD LOOK INTO THE MATTER SOONEST AND ASKED HIM TO HOLD SUBJECT IN ABEYANCE UNTIL WE HAD THE OPPORTUNITY TO DO SO.

3. SUBSEQUENT CHECK OF EMBASSY FILES REVEALED THAT LAST COMMUNICATION WE HAVE ON RECORD IS REF A IN WHICH GRFFIN DISCUSSED SHAIKH MOHAMMED' S WISH PURCHASE M-60 AND ASKED FOR DEPARTMENT' S ADVICE. ALTHOUGH HORSLEY BELIEVES MOHAMMED WOULD BE SATISFIED WITH M-60 THERE IS A RISK THAT HE MAY RETURN TO HIS ORIGINAL REQUEST FOR MINI- GUN OR MINITAT (REF C). NOW THAT PRESIDENTIAL DETERMINATION REGARDING FMS SALES IN LOWER GULF HAS BEEN MADE, WE WOULD HOPE THAT WE COULD RESPOND FAVORABLY TO SHAIKH MOHAMMED' S REQUEST FOR M-60 ARMAMENT FOR UDF HELICOPTERS.

4. ACTION REQUESTED: 1) DEPT IS REQUESTED TO ADVISE KUWAIT AND ABU DHABI SOONEST ON USG WILLINGNESS SELL M-60 TO UDF. 2) PROCEDURE WHICH MUST BE FOLLOWED TO EFFECT PURCHASE IF APPROVED AND 3) DEPT POSITION RE SALE MINI- TAT TO UDF.
STOLTZFUS

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*** Current Classification *** CONFIDENTIAL

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